- 14 by CLCs have errors that must be corrected." Were you
- 15 consulted about that?
- 16 A. No.
- 17 Q. Do you know whether, at that time, 17 to 26
- 18 percent of the orders sent by AT&T contained errors that
- 19 needed to be corrected?
- 20 A. Do I know if that number was accurate at that
- 21 time?
- 22 Q. I am not asking you whether it was accurate.
- 23 Overall, because the sentence overall applies to all
- 24 carriers, not just to AT&T, right? It appears to -
- 25 A. It appears to.

- Q. What I am asking you, do you know whether AT&T
- 2 had the same error rate as the overall error rate that's
- 3 claimed in the letter?
- 4 A. No, I don't.
- 5 Q. Do you know whether over all AT&T is more or
- 6 less prone to submit orders with errors than other CLCs?
- 7 A. No, I don't.
- 8 Q. Who would know that, if anybody?
- 9 A. John Stankey.
- 10 MR. ETTINGER: Maybe we can take a little break
- 11 here.
- 12 MR. KOLTO-WININGER: Sure,
- 13 (Recess taken.)
- 14 MR. ETTINGER: Q. Ms. Moir, several questions
- 15 that maybe I should have asked you earlier.

- 16 You told us what your current job is. Maybe you
- 17 can just briefly give us your employment history with
- 18 Pacific.
- 19 A. And clarify what my current job is, because I
- 20 did give you a hire level.
- 21 My employment history with Pacific Bell, I
- 22 joined in May of 1988, as a member of the AT&T account
- 23 team, responsible for much more specialized
- 24 responsibilities, Special Access activity. I don't think
- 25 you care about the details.

- 1 Went into product management and spent three
- 2 years there, responsible for the Special Access portfolio,
- 3 and joined the AT&T account team, again, last March, as a
- 4 director.
- 5 Q. Did you want to clarify anything more about your
- 6 current responsibilities?
- 7 A. At this time, I am responsible for the
- 8 development of product and pricing requirements on behalf
- 9 of AT&T, and not for the service and maintenance issues.
- 10 Q. That would be --
- 11 A. Such as an escalation in the LISC over an order
- 12 of concern to Bob Ulrich, for example.
- 13 Q. But you said you are not responsible for the
- 14 service items, and that would be --
- 15 A. For the data management. Oh, that would be
- 16 Terri Beck.
- 17 Q. You said you joined Pacific in '88 and prior to

- 18 that time, where did you work?
- 19 A. I worked for Olston Services as sales
- 20 representative. Prior to that, I worked for Jacuzzi Bath
- 21 as a sales support. And prior to that, I graduated from
- 22 college at Berkeley, 1985.
- 23 Q. Your degree is in?
- 24 A. I have a BA in sociology from Berkeley in 1985
- 25 and an MBA from Santa Clara in 1995. 0051
- 1 Q. During your employment with Pacific, what
- 2 training have you had -- let me ask you this, in the way
- 3 of any courses or things that formal training that you
- 4 have attended.
- 5 A. Yes.
- 6 Q. Can you summarize that for us or is it
- 7 voluminous?
- 8 A. It's fairly extensive. Quite a bit of technical
- 9 network. I have most recently completed 18 units of upper
- 10 graduate work in technical digital services.
- 11 Q. This is 18 units of Pacific training or 18 units
- 12 of --
- 13 A. It's college, it's college.
- 14 Q. of university training?
- 15 A. It was Pacific Bell paid for and at Pacific Bell
- 16 premises, but comparable to 18 units of technical
- 17 training.
- 18 Q. As I understand it, you are not an engineer by
- 19 education, but you are receiving some engineering-type

- 20 training?
- 21 A. I am not an engineer by education, and I would
- 22 not compare this to engineer training.
- 23 Q. But what is it, technical telecommunications?
- 24 A. It is. Sales oriented marketing, oriented
- 25 technical telecommunications education. 0052
- 1 Q. So as part of that training, things that you
- 2 need to know about the business, and that's part of the
- 3 training that you are referring to?
- 4 A. Yes.
- 5 Q. Any other types of training that you have
- 6 received?
- 7 A. General management.
- 8 Q. Now, as I understand your employment with
- 9 Pacific, you originally were hired on to the AT&T account
- 10 team dealing with Special Access; correct?
- 11 A. Yes.
- 12 Q. Then you left the account team to go into
- 13 product management?
- 14 A. Yes.
- 15 Q. That was basically also Special Access?
- 16 A. Special Access industry market.
- 17 Q. Product management, just so I understand it, is
- 18 less dealing with a customer and more of managing the
- 19 product as a whole, pricing and features. Is that a fair
- 20 characterization?
- 21 A. Yes.

- 22 Q. Then you went back to the AT&T account team in
- 23 what was it, March of '96?
- 24 A. Yes.
- 25 Q. This was a promotion for you? 0053
- 1 A. Yes.
- 2 Q. And did you receive any special training or -
- 3 did you receive any special training at that time, at the
- 4 time you went back?
- 5 A. I don't understand what you mean by special.
- 6 Q. What were you told that your job was going to be
- 7 when you accepted this new position?
- 8 A. My responsibilities included advocating AT&T's
- 9 needs internally and to the business in the areas of
- 10 access or resale or local services competition.
- 11 Q. And at the time, local services
- 12 competition local service resale was a new phenomenon,
- 13 correct?
- 14 A. Local services resale was in its genesis. It
- 15 was only partially available in the market. It was in the
- 16 developmental stage.
- 17 Q. So is it fair to say that at the time you took
- 18 this as a new job, you didn't know much about local
- 19 services resale?
- 20 A. Yes.
- 21 Q. What steps did you take to or did Pacific
- 22 give you to educate you or give you more knowledge about
- 23 what was involved with local services resale?

- 24 A. Let me correct myself, first of all.
- 25 Q. Okay.

- 1 A. As a product manager, I was responsible for
- 2 private line resale issues. So I had some familiarity
- 3 with it. And in those areas I was not familiar with or
- 4 were in the developmental stage, I was immersed in the
- 5 issues, all documentation, such as the Telecom Act,
- 6 working with the folks who were helping to develop it. To
- 7 my knowledge, there is no class to teach you about resale.
- 8 You get in and you learn on a one-on-one basis.
- 9 Q. Is it fair to say that Pacific was developing
- 10 its knowledge at that time?
- 11 A. Yes.
- 12 Q. And you were one of the individuals who were
- 13 involved in shaping that?
- 14 A. Yes.
- 15 Q. You mentioned that you were on the AT&T account
- 16 team. Are there other account teams?
- 17 A. Yes, there are other account teams.
- 18 Q. And can you tell me what they are? Is there an
- 19 MCI account?
- 20 A. Yes, there is an MCI account team, a Sprint
- 21 account team. The larger carriers have individualized
- 22 accounts. The smaller carriers, which I am much less
- 23 familiar with, do not.
- 24 Q. How many account teams are there for individual
- 25 carriers?

- 1 A. I think there are four, but I am not sure. I
- 2 typically don't deal with anyone in the carrier, what we
- 3 would refer to as carrier majors, so I am very unfamiliar
- 4 with their structure. I am more familiar with Sprint, MCI
- 5 and AT&T.
- 6 Q. So you are familiar with account teams for
- 7 Sprint and MCI?
- 8 A: To some extent. I want to be very clear that
- 9 much of my knowledge of their structure has to do with a
- 10 personal basis, in working with the same people over the
- 11 years, and has much less to do with knowledge about the
- 12 account itself, we are very clear about our proprietary
- 13 differences.
- 14 Q. Understanding that, do the account teams have
- 15 any sort of regular meetings or let's leave it at
- 16 meetings, in order to discuss, perhaps, common problems or
- 17 common issues?
- 18 A. I am aware of two types of account team
- 19 meetings. One is general administrative issues, personnel
- 20 management, and I attend those. And I believe that there
- 21 are some meetings, I don't know how regular, I don't know
- 22 who attends them, but I believe there is discussion
- 23 between account teams and product management -- process
- 24 management to discuss common issues.
- Q. You do not attend regular meetings with other 0056
- 1 account teams, is that what you stated, other than the
- 2 administrative personnel?

- 3 A. Other than administrative personnel, no.
- 4 Q. Just so I am clear, the administrative personnel
- 5 meetings have to do with who is going to be hired for a
- 6 particular job opening and who might be transferred from
- 7 job A to job B, that kind of thing?
- 8 A. That's an example of what we would discuss.
- 9 Q. Other examples might be if you supervise an
- 10 employee, how they are evaluated for salary administration
- 11 purposes, those kinds of things?
- 12 A. Yes.
- 13 Q. I am not asking about that. I am asking about,
- 14 let's say, issues that let's take a particular issue
- 15 that was referenced in your October letter about -- you
- 16 state that, in your letter to AT&T, that Pacific was not
- 17 meeting its commitment in issuing FOCs within four hours.
- 18 AT&T is not the only carrier who receives FOCs.
- 19 Sprint, MCI also would receive them, correct?
- 20 A. That would be an assumption on my part. I don't
- 21 know, don't deal with that.
- 22 Q. That was kind of anticipating my next question.
- 23 So then you did not discuss with the Sprint and MCI
- 24 account teams, for example, are you guys let me
- 25 rephrase it, Are your customers receiving their FOCs 0057
- 1 within four hours?
- A. No, I did not.
- 3 Q. Do you know if there was any process for doing
- 4 that?

- 5 A. For discussing that?
- 6 Q. Yes.
- 7 A. No. I don't know.
- 8 Q. If there was, you are just not aware of it; is
- 9 that fair?
- 10 A. That's fair.
- 11 Q. By the same token, would your sense be the same
- 12 if I asked you about, say, NDM?
- 13 A. Yes, it would be the same.
- 14 Q. And would your answer be the same if I asked you
- 15 about the LISC capacity?
- 16 A. Not entirely the same.
- 17 Q. What would your answer be regarding --
- 18 A. To my knowledge, and the only discussions that
- 19 were held to compare LISC capacity or anything like that
- 20 was a very high level expression of concern that the LISC
- 21 had an increasing load. It was not specific. And I want
- 22 to be extremely clear about this, that part of my
- 23 obligation and duty on behalf of my customer is to be very
- 24 discreet. And the other account teams have the same
- 25 obligation, so we do not share that kind of information. 0058
- Q. Let me ask you to define high level of concern.
- 2 By "high level," do you mean not granular, or high level
- 3 in the Pacific organization?
- 4 A. Not granular.
- 5 Q. Could you give me a little bit more detail, with
- 6 the caveats that you said about not revealing proprietary

- 7 information, about what that discussion was about, the
- 8 LISC capacity among the account teams?
- 9 A. I don't recall specific conversations. I can
- 10 generalize by stating that it would probably have to do
- 11 with order flow. And not being able to recall the
- 12 capacity of the LISC at any point in time or actual flow
- 13 through, it would have to be a statement along the lines
- 14 of, we are under the gun, we have got a business objective
- 15 and obligation to meet capacity and we are struggling.
- 16 Q. What I am trying to understand, was this in the
- 17 context of a formal meeting that was called by somebody,
- 18 or was it more employees discussing this with each other
- 19 or just dropping in an office, for example?
- 20 A. It's what I would say hallway conversation,
- 21 which is not to say that it took place in the hallway, but
- 22 it was not, by any means, organized.
- 23 Q. It was not a formal meeting that somebody
- 24 called, Please attend this meeting on capacity of the

# 25 LISC?

- 1 A. No, it was not a formal meeting.
- 2 Q. It was co-employees, the sharing of a common
- 3 problem?
- 4 A. That's fair to say.
- 5 Q. Did anybody, having shared the problems or -
- 6 let me phrase it this way.
- 7 At some point, you apparently came to realize
- 8 that it wasn't only AT&T that was, let's say,

- 9 dissatisfied, if I might use that phrase, with the
- 10 capacity of the LISC. That information that you got from
- 11 your co-employees was that other carriers also had the
- 12 same concern or dissatisfaction, right?
- 13 A. I had a vague awareness, yes.
- 14 Q. Did you do anything with that information, such
- 15 as escalate it up your chain of command?
- 16 A. The information that other carriers might be
- 17 concerned about our LISC capacity?
- 18 Q. Yes.
- 19 A. My responsibility is to advocate on behalf of
- 20 AT&T, so any escalation I would do, would perform, would
- 21 be on behalf of AT&T only, so no.
- 22 Q. So you didn't do it in the context of an
- 23 industry-wide problem?
- 24 A. No, I did not. Was I aware that there was
- 25 concern on behalf of Jerry Sinn on performance of his 0060
- 1 organization? Yes, I was aware of that.
- Q. Did you escalate it on behalf of just AT&T?
- 3 A. Yes, I did.
- 4 Q. When you say escalate, that would be to
- 5 Ms. Corby?
- 6 A. To Ms. Corby and directly to to Jerry Sinn.
- 7 Q. Just so I recollect, in the Pacific organization
- 8 at that time, Ms. Corby and Mr. Sinn were peers, as far as
- 9 their job titles?
- 10 A. Yes.

- 11 Q. I guess now I want to turn to your current job.
- 12 Maybe you can tell me again what your current duties are.
- 13 A. I am responsible for the development —
- 14 developmental issues on behalf of AT&T. This would
- 15 include access, such as requests for product development
- 16 to enhance our access; product offerings, and I will not
- 17 be any further specific because of proprietary concerns,
- 18 as well as resale issues.
- 19 Q. When you say developmental, you are talking
- 20 about developing new products and services?
- 21 A. Yes.
- 22 Q. To the extent that AT&T still has some problems
- 23 similar to those that are addressed in your letter of
- 24 October 22nd, would you be the person that AT&T deals with
- 25 on those?

- 1 A. With regard to the issues mentioned in the
- 2 letter from October 22nd, most likely not. I have some
- 3 role in systems development. However, there is no clean
- 4 line between when something becomes when it becomes
- 5 developmental or established.
- 6 Q. Are you aware of the complaint that AT&T has
- 7 filed in this case?
- 8 A. I am aware, yes.
- 9 Q. Have you read it?
- 10 A I have read portions of it. I am not intimately

- 13 that are alleged in the complaint and ask you if those are
- 14 part of your current responsibilities.
- 15 A. Okay.
- 16 Q. One of the things that have led to the complaint
- 17 have to do with Pacific's disconnecting customers of AT&T
- 18 who migrated from Pacific to AT&T for local service. Are
- 19 you aware of that?
- 20 A. I am aware that's in the complaint.
- 21 Q. Do you know whether this problem of
- 22 disconnecting customers still exists?
- 23 A. I don't know.
- 24 MR. KOLTO-WININGER: Can we just lay a general
- 25 objection so that I don't object to each question? When 0062
- 1 you state that there is an allegation in the complaint,
- 2 and then you ask whether she is aware that the problem
- 3 actually exists, I want to be clear that there is no
- 4 connecting question in there of whether that whether
- 5 she is aware that that allegation actually is a problem.
- 6 So I am going to just have a running objection to lack of
- 7 foundation, if you want to skip that step.
- 8 MR. ETTINGER: Sure. I am not asking her
- 9 whether she knows that these allegations are true.
- 10 MR. KOLTO-WININGER: Right. I had that
- 11 understanding as well, so I just want to have that as a
- 12 general objection to lack of foundation.
- 13 MR. ETTINGER: Fair enough. Maybe I will even
- 14 ask the question differently.

- 15 Q. Assuming that you -- that the allegations are
- 16 correct for purposes of the question, I am not asking you
- 17 to admit that the allegations are true or not true. If
- 18 the problem was still going on, you would not be aware of
- 19 it or -
- 20 A. If there were a problem with the loss of dial
- 21 tone, I am not aware of it.
- 22 Q. If there were such a problem, would it be part
- 23 of your job responsibility to communicate with AT&T about
- 24 it?
- 25 A. Not on a regular basis.

- 1 Q. How about the capacity of the LISC. You
- 2 testified before you were unaware what the present
- 3 capacity of the LISC was, right?
- 4 A. That is correct.
- 5 Q. Do you know whether there is a backlog condition
- 6 currently existing in the LISC?
- 7 A. I believe there is a backlog.
- 8 Q. Are you aware of Pacific's plans, current plans
- 9 to clear that backlog?
- 10 A. I am aware that there are plans. I don't know
- 11 specifically what they are. John Stankey would be a good
- 12 source.
- 13 Q. Would you be, in your current job, responsible
- 14 for communicating with AT&T about the status of the
- 15 backlog and when it's going to be clear?
- 16 A. No, that would not be part of my current job

- 17 responsibilities.
- 18 Q. That would be Terri Beck?
- 19 A. That would be Terri Beck.
- 20 Q. How about the issue of issuing FOC through in
- 21 four hours? Assume for the moment, for the purpose of the
- 22 question, that Pacific still was not issuing FOCs within
- 23 four hours to AT&T. Would you be the person responsible
- 24 for communicating that to AT&T?
- 25 A. I would not, and I'd like to clarify this and 0064
- 1 the previous question. Both Terri Beck and John Stankey
- 2 would be appropriate.
- 3 Q. Are you aware of whether or not the current time
- 4 Pacific is issuing FOCs to AT&T is within four hours?
- 5 A. My understanding is that we are not.
- 6 Q. I think I may have asked this before, if I did,
- 7 excuse me. Are you aware of what the time frame is
- 8 currently?
- 9 A. No, I am not.
- 10 MR. ETTINGER: I have no further questions at
- 11 this time.
- 12
- 13 EXAMINATION BY MS. LEE
- 14 MS. LEE: Q. Hi. I am Evelyn Lee and I
- 15 represent MCI. I have just a couple of questions for you.
- 16 They are follow-ons to what you and Bill were discussing
- 17 just now.
- 18 I think you stated that, once you realized that

- 19 AT&T was dissatisfied with the rate at which its orders
- 20 were being processed at the LISC, you escalated the issue
- 21 directly to Mr. Sinn; is that correct?
- 22 A. At one point in time, yes.
- 23 Q. Do you recall when that conversation occurred?
- 24 A. No. I can generalize for you that it was
- 25 possibly in the November time frame. 0065
- 1 Q. It would have been after your October 22nd
- 2 letter?
- 3 A. Yes.
- 4 Q. Going back to your previous experience at Pac
- 5 Bell, after your initial work with the AT&T account team,
- 6 you went to work on Special Access issues. That job was
- 7 separate from your work with the AT&T account team?
- 8 A. I had Special Access responsibilities on the
- 9 account team. I moved to product management, a different
- 10 organization entirely within IMG, Industry Market Group,
- 11 and I had Special Access responsibilities there as well.
- 12 Q. In that position, was your compensation based
- 13 upon your job performance?
- 14 A. Yes.
- 15 Q. And can you tell me what was the indicia of your
- 16 job performance?
- 17 A. What the metrics were?
- 18 Q. Yes.
- 19 A. I am compensated -- at that time, I was
- 20 compensated based on revenue as well as customer

- 21 satisfaction.
- 22 Q. Revenue from what sources?
- 23 A. Special Access revenue from the carrier market.
- 24 Q. And were you assigned to a specific carrier?
- 25 A. Not as a product manager, no. I was responsible 0066
- 1 for all customers in the IMG organization, of which there
- 2 are approximately 150 customers.
- 3 Q. I think you said the second criteria was
- 4 customer satisfaction?
- 5 A. Yes.
- 6 Q. Can you tell me how customer satisfaction was
- 7 measured?
- 8 A. Quarterly reports, frequently. An example would
- 9 be MCI's ACE, A-C-E, I think. I am not that familiar with
- 10 it. AT&T quarterly reports. They are very clearly
- 11 defined metrics.
- 12 Q. Can you explain what an ACE is?
- 13 A. All I know is that it's a quarterly report card,
- 14 and it reflects satisfaction with the products available
- 15 to them and the service quality associated with it.
- 16 Q. Who authors the ACE?
- 17 A. Someone within MCI. It was filtered, frankly,
- 18 through the MCI account team. I did not receive the
- 19 entire report, nor did I have access to it.
- 20 Q. Do you recall what components were included
- 21 within the service quality?
- 22 A. I can recall them at a high-level provisioning

- 23 intervals, service availability, which is a service
- 24 quality parameter. There's frankly quite a bit in the
- 25 metrics. I don't recall all of them at this time. 0067
- 1 Q. Would the metrics also include operational
- 2 failure rates? I don't really know how to label this, but
- 3 something like a break in the service?
- 4 A. Where the service was where the circuit was
- 5 out of service, for example?
- 6 Q. Correct.
- 7 A. Yes, they would include that in the Special
- 8 Access arena. I want to be very clear that I am talking
- 9 about Special Access here.
- 10 Q. Yes.
- 11 A. Okay.
- 12 Q. Would the service quality metrics include
- 13 connections between the right facilities, and I am not an
- 14 engineer, so I am not really sure what I am talking about,
- 15 but --
- 16 A. Was the circuit provisioned correctly?
- 17 Q. Right, so that the lines matched up?
- 18 A. As far as I know, there is no distinct
- 19 measurement of that, that that is a part of provisioning.
- 20 You would not accept a circuit unless it was provisioned
- 21 to meet your needs.
- 22 Q. Just another question. When you came, when you
- 23 assumed your present position as director on the AT&T
- 24 account team with responsibility for resale, were you

- 25 subject to the same type of compensation metrics? 0068
- 1 A. Similar compensation metrics, yes, in that my
- 2 pay is tied to performance of objectives, which include
- 3 customer satisfaction as well as making the target set for
- 4 the account, and to that end, my objectives obviously
- 5 focus on that.
- 6 Q. Can you list out your objectives?
- 7 A. My key priority for 1997 is making AT&T
- 8 successful in the local business, local service market.
- 9 Q. And what is your definition of AT&T being
- 10 successful in the local service market?
- 11 MR. KOLTO-WININGER: I am going to object only
- 12 to the extent it calls for some numerical value, because
- 13 it will involve proprietary information, it will involve
- 14 proprietary information relating to AT&T.
- 15 MS. LEE: I think well, I will defer to Bill.
- MR. ETTINGER: If the question can be answered
- 17 without revealing any numbers, but I think she should go
- 18 ahead. We are going to if it requires that she reveal
- 19 a number, then I would object and direct the witness not
- 20 to answer, or request that the witness not answer.
- 21 MS. LEE: I am not looking for a specific
- 22 number, rather the existence of a number, if that's
- 23 included in the answer.
- 24 MR. ETTINGER: I have no objection to answering
- 25 a question yes or no, whether there is such a number.
- 1 MS. LEE: Q. Do you know what the question is?

- 2 A. Let me state what I think the question is. If
- 3 you need do I have specific objectives to meet, the
- 4 answer I would give you, without divulging proprietary
- 5 information, where AT&T shares with me their quantified
- 6 business objectives, that is the measure of success.
- 7 Where they do not measure it with me, it is a satisfaction
- 8 rating. In other words, they may tell me that you are
- 9 meeting my objectives or you are not meeting my
- 10 objectives. I need you to do some other item.
- 11 Q. To your knowledge, do AT&T's objectives include
- 12 the migration of resale customers within the agreed-upon
- 13 time frames?
- 14 A. Their objectives do include a migration pattern.
- 15 They have quantified to a certain extent and shared with
- 16 me what I need to know in order to do business on their
- 17 behalf.
- 18 MR. KOLTO-WININGER: I guess I want to clarify.
- 19 Did you mean meeting within time intervals --
- 20 MS. LEE: Within -- yeah.
- 21 MR. KOLTO-WININGER: the migration?
- 22 MS. LEE: Q. Since the contract is in place,
- 23 and it's been referred to their, say, migration within the
- 24 time intervals expressed in the AT&T and Pacific contract.
- A. The time intervals, as it relates to my business 0070
- 1 objectives, are primarily those within the contract,
- 2 keeping in mind that other dates outside of the contract
- 3 are subject to change because of the volatility associated

- 4 with the new market development.
- 5 Q. Is there some periodic assessment by AT&T of
- 6 whether you are meeting their business objectives?
- 7 A. Yes.
- 8 Q. How frequently does that occur?
- 9 A. Formally on a quarterly basis.
- 10 Q. Can you describe for me what percentage of your
- 11 compensation is contingent upon AT&T's satisfaction with
- 12 your resale performance?
- 13 MR. KOLTO-WININGER: I am going to object that
- 14 it calls for her to disclose information that may be
- 15 private to the witness, and if you want to talk about it
- 16 in generalized terms, go ahead. But if you want to stay
- 17 away from disclosing information that may be private to
- 18 you, then I will assert an objection on any information
- 19 that might call for specific levels of compensation or for
- 20 percentages.
- 21 THE WITNESS: In order to maintain some privacy,
- 22 I would answer the question in stating that it's a
- 23 significant proportion of my compensation is tied to
- 24 performance.
- 25 MS. LEE: Q. By significant, would you say more 0071
- 1 than 50 percent?
- 2 A. No.
- 3 Q. Would you say more than 20 percent?
- 4 A. Yes.
- 5 Q. Have you received any instruction from Pac Bell

- 6 concerning the limits of success that you should encourage
- 7 on behalf of AT&T?
- 8 MR. KOLTO-WININGER: Can I take a break? Just
- 9 totally unrelated to that question, I want to ask
- 10 something about the witness regarding her rights to
- 11 privacy on the prior questions.
- 12 MS. LEE: Sure.
- 13 MR. KOLTO-WININGER: I am going to request that
- 14 the record be sealed on the range of the level of
- 15 compensation that's affected by her performance level, as
- 16 that's a privacy issue, and it's not of general knowledge
- 17 at Pacific Bell or outside of Pacific Bell.
- 18 MS. LEE: Well --
- 19 MR. ETTINGER: Are you requesting that that
- 20 information be treated pursuant to the proprietary
- 21 nondisclosure agreement between the parties that may be
- 22 entered in the future?
- 23 MR. KOLTO-WININGER: That's correct. We have an
- 24 understanding that we will agree we will enter into a
- 25 mutually agreeable confidentiality agreement, and that if 0072
- 1 we are unable to resolve any differences on such an
- 2 agreement, that we will seek assistance from the
- 3 commissioner on any terms that we can't agree on.
- 4 MS. LEE: Well, I think under the terms of the
- 5 to-be-signed confidentiality agreement, any of us can
- 6 claim materials to be confidential, and it is just up to
- 7 the requesting parties to go through the process. So I

- 8 don't have any objection to your reliance on the
- 9 to-be-signed confidentiality agreement.
- 10 MR. KOLTO-WININGER: I am asserting the rights
- 11 now on the record, that we will claim that to be
- 12 confidential.
- 13 MR. ETTINGER: No objection from AT&T.
- 14 MS. LEE: Q. Can we go back to the question
- 15 that I asked before the break?
- 16 Did you ever receive any instruction from Pac
- 17 Bell on what the limits of AT&T's success in the resale
- 18 market should be?
- 19 A. That phrase is not at all familiar to me, in
- 20 terms of using the word limit in association with success
- 21 in the resale market. My communications around this, both
- 22 in receipt and in giving, have to do with meeting AT&T's
- 23 objectives.
- 24 MS. LEE: I don't have any other questions for
- 25 you. Thank you.

- 1 MR. ETTINGER: I am finished.
- 2 MR. KOLTO-WININGER: Thank you.

3

- 4 (Whereupon, the proceedings were adjourned
- 5 at 12:15 p.m.)

6

7 --- 000 ---

8

```
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
0074
1
             CERTIFICATE OF WITNESS
2
3
5
         I, the undersigned, declare under penalty of
6 perjury that I have read the foregoing transcript, and I
7 have made any corrections, additions, or deletions that I
8 was desirous of making; that the foregoing is a true and
9 correct transcript of my testimony contained therein.
10
11
         EXECUTED this
                             day of
```

```
12 19 , at
13
14
15
                 CARYN D. MOIR
16
17
18
19
20
21
22
23
24
25
0075
2 STATE OF CALIFORNIA
3
                  )
      I, SANDRA L. CARRANZA, the undersigned, a Certified
5 Shorthand Reporter of the State of California, hereby
6 certify that the witness in the foregoing deposition was
7 by me duly sworn to testify to the truth, the whole truth,
8 and nothing but the truth in the within-entitled cause;
9 that said deposition was taken at the time and place
10 therein stated; that the testimony of said witness was
11 reported by me, a Certified Shorthand Reporter, and a
12 disinterested person, and was thereafter transcribed under
13 my direction into typewriting; that the foregoing is a
```